



DSCP General & Industrial Directorate Overview

 **Domestic Sourcing Conference**

May 04, 2004





General & Industrial Directorate

Mission Statement:

The General & Industrial Directorate acts as the assistant to the DSCP Commander and is responsible for providing support for: contracting and production; stock control and inventory management; material management programs, quality and reliability; cataloging issues; technical data; and supply chain management of assigned commodities. G&I provides support for construction material items (Class IV), major end items (Class VII), and weapon systems items (Class IX).



GENERAL & INDUSTRIAL DIRECTORAT

**DIRECTOR'S
OFFICE**

DSCP-I

**MARITIME
& GROUND
WEAPON
SYSTEMS
DSCP-IA**

**AVIATION
WEAPON
SYSTEMS
DSCP-IB**

**EQUIPMENT
DSCP-ID**

**FACILITIES
MAINTENANCE
DSCP-IF**

**LOGISTICS
SUPPORT
OFFICE
DSCP-IL**

**ENGINEERING
&
TECHNICAL
DSCP-IT**



General & Industrial Our Business

\$ales

FY99	\$1.02B
FY00	\$1.22B
FY01	\$1.53B
FY02	\$2.00B
FY03	\$2.59B

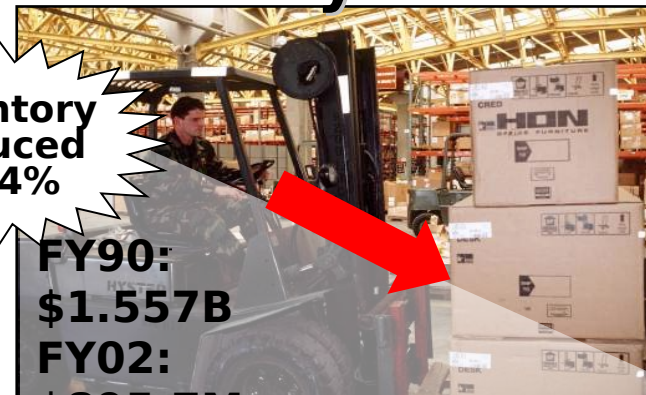
FY03

209 FSCs
1.2M NSNs
5.7M Reqns

Inventor y

**Inventory
Reduced
41.4%**

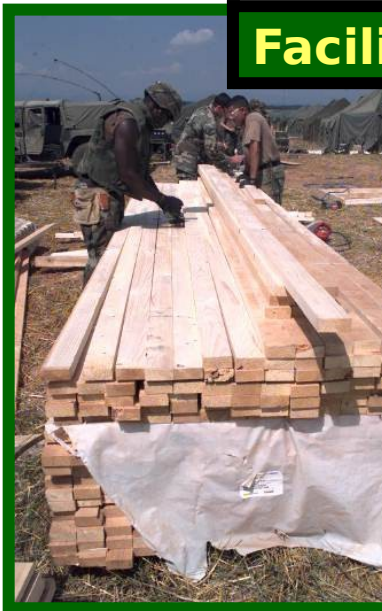
FY90:
\$1.557B
FY02:
\$895.7M
FY03:
\$915.7M





Key Business Processes

Facilities Maintenance



Equipment



Maritime & Ground Weapon Systems

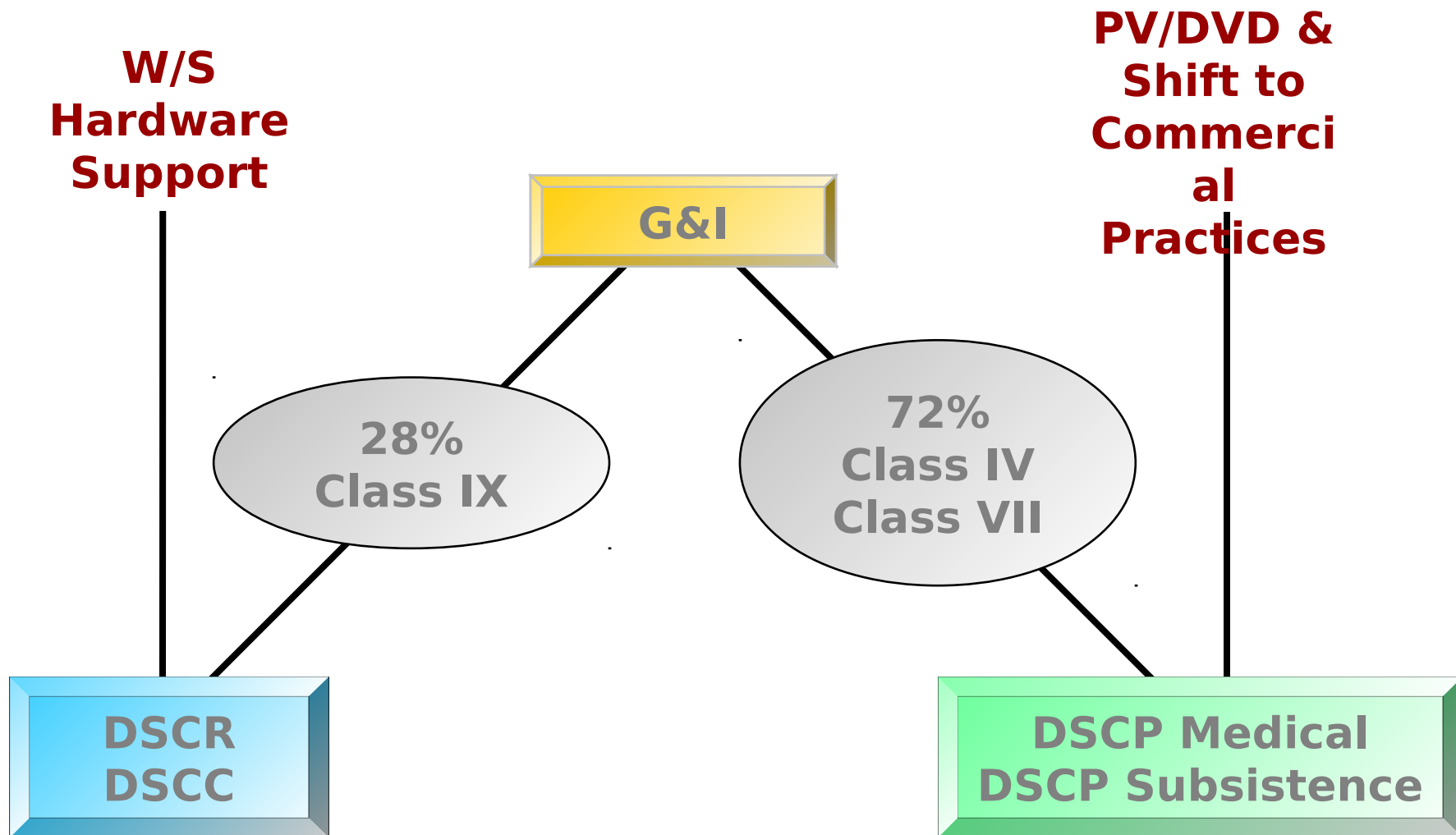


Aviation Weapon Systems





G&I - A Diverse DLA Directorate





General & Industrial Initiatives

Marine Lifesaving & Diving
Fire & Emergency Services
Pallets & Drums
Heavy Equipment Program
Containers
Wood Products
Maintenance, Repair & Operations (MRO)
MRO Services
Metals
Tailored Logistics Support Packages
Integrated Prime Vendor (IPV)

Lead Center for Class IV





General & Industrial Initiatives

Marine Lifesaving & Diving - Commercial diving equipment, search and rescue equipment, tactical gear, repair parts, tools and services

Fire & Emergency Services - Breathing apparatus, hoses, nozzles regulators, fire alarm systems, suppression systems, extinguishers, related services and training needs

Heavy Equipment Program - Construction equipment, material handling equipment, fire & rescue vehicles

Containers - Airlift and helo certified, weather proof and sand proof, customization

Wood Products - Bulk lumber, millwork and plywood

Technology & Information - Computers, diskettes, digital cameras, video tape, and unique requirements



General & Industrial Initiatives

Maintenance, Repair & Operations (MRO) - MRO materials supply including electrical, plumbing, HVAC, paint, lumber, tools, hardware & miscellaneous building supplies

MRO Services - Services include ventilation, grounds maintenance, renovations, asbestos removal, painting

Metals - Ferrous, Non-Ferrous & Specialty; all related services and technical support

Integrated Prime Vendor (IPV) - Maintains on-site stock of expendable items used to repair or overhaul weapon systems via comprehensive supply chain management techniques tailored to individual customer requirements



Integrated Prime Vendor (IPV)

Maintains on-site stock of expendable items used to repair or overhaul weapon systems via comprehensive supply chain management techniques tailored to individual customer requirements

- Average fill rates > 98% availability
- “Push” system versus “Pull” requisition driven for managing benchstock locations

Direct Benefits to the Warfighter

REDUCED:

- LRT
- Materiel Costs
- Transactions
- Inventory Investment
- Storage, Handling & Transportation Costs

INCREASED:

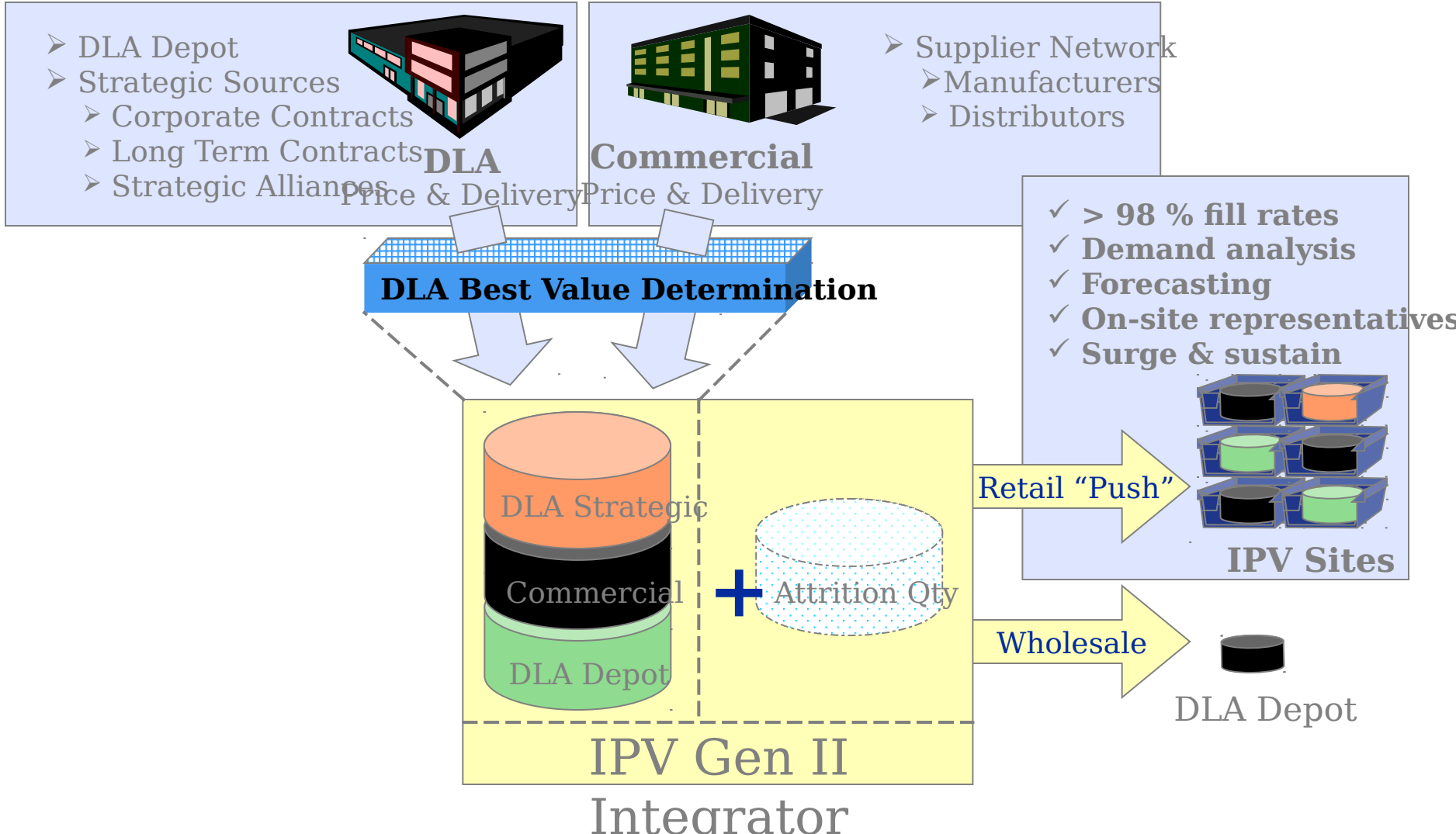
- Material Availability
- Readiness
- Financial Accountability
- Rapid Response to Unanticipated Needs
- Infrastructure Streamlining

00 SITES	01 SITES	02 SITES	03 SITES	04 SITES
12	9	7	7	7

FY98	FY99	FY00	FY01	FY02	FY03	FY04 (FEB04)
\$0	\$6,798,785	\$30,591,247	\$72,838,341	\$102,929,327	\$153,944,016	\$71,444,275

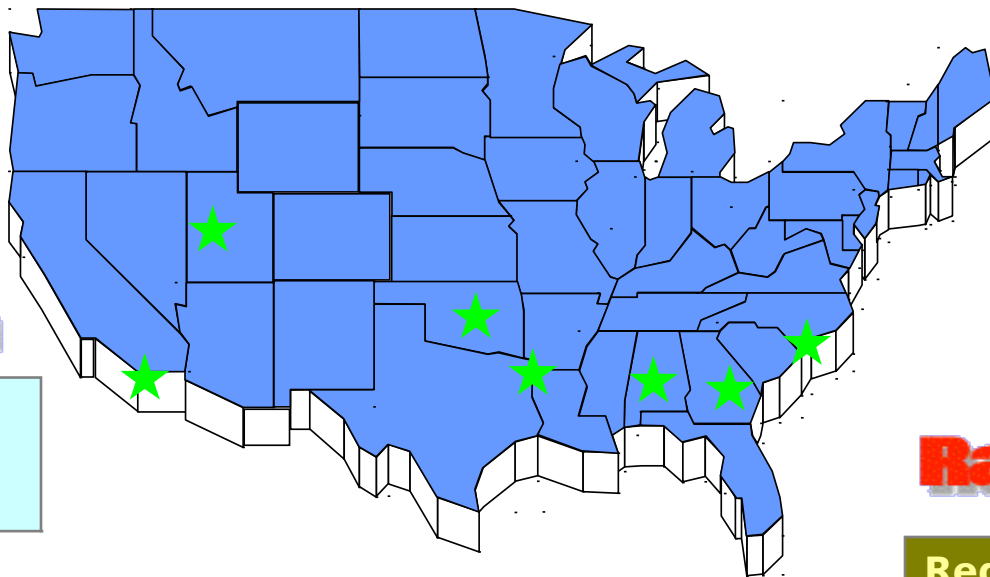


Integrated Prime Vendor





Active IPV Sites



Raytheon

NADEP Cherry Pt
NADEP North
Island

Science Applications
Intl Corp

Air Logistic Centers
Warner-Robins
Oklahoma City
Ogden

Raytheon

Red River AD
Anniston AD



General & Industrial Supply Chain Initiatives

- Initiated nine programs since 1997
- Initial year sales \$19.6M - FY03 Sales \$1.1B
- Significant savings in inventory...wholesale and retail
- High degree customer satisfaction

- **Program examples:**

Program (Start Date)	Sales Growth	Customer Growth
Maintenance, Repair & Operations (MRO) (1997)	1997 - \$938.6K 2003 - \$447.9M	1997 - 3 2003 - 536
Wood Products (1998)	1998 - \$399.4K 2003 - \$ 30.3M	1998 - 30 2003 - 354
Marine Lifesaving & Diving (1998)	1998 - \$15.8K 2003 - \$68.2M	1998 - 20 2003 - 913
Fire & Emergency Service (1999)	1999 - \$183.2K 2003 - \$ 68.9M	1999 - 35 2003 - 970



What We Want To Leave You With

- **G&I Actively Engaged in Warfighter Readiness**
 - Understanding Warfighter Requirements
 - Tailored Logistics Support Packages (TLSPs)
- **Leading the way in Class IV for DLA**



From Logistics *Mass*
To Logistics
Velocity &
Visibility



Providing the **Right Item** @ the **Right Time** in the **Right Place** for the **Right Price, Every Time**